

## Message Text

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PAGE 01 STATE 043907

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ORIGIN COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 SS-20 AGR-20 RSC-01 /064 R

66650

DRAFTED BY: COM/BIC/OED/MEPD:CATKINS

APPROVED BY: EB/CBA/REP:BBYRON

COM/BIC/OED/MEPD:JSANDS DIRECTOR

COM/BIC/OIM:JWALSH (INFO)

STATE/EA/EP:AGABER (PHONE)

STATE/EA/IMS:ADORNHEIM (INFO)

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P 052140Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY JAKARTA PRIORITY

INFO AMCONSUL HONG KONG PRIORITY

AMEMBASSY MANILA PRIORITY

AMCONSUL MEDAN PRIORITY

AMEMBASSY SINGAPORE PRIORITY

AMCONSUL SURABAYA PRIORITY

AMEMBASSY TOKYO PRIORITY

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E.O. 11652: N/A

TAGS: BMEP, ID

SUBJ: FERTILIZER: ADVANCE TEAM VISIT

REF: JAKARTA 2709

FOR ECON COUNSELOR ERLAND HEGINBOTHAM

1. USDOC REPRESENTATIVE WILL BE LEO ENGLESON. ENGLESON & MOSIER ARRIVING VIA GA 875 AT 1855 SUNDAY, MARCH 10.

2. MAJOR EXPORT PROJECTS DIVISION APPRECIATES EMBASSY'S REFTEL ACTIONS. IN VIEW OF UNPREDICABLE SCHEDULES, AGREE THAT GUESTIMATING MEMBERS DEPARTURE IS ADVISABLE. WHILE SEVERAL PARTICIPANTS MAY EXTEND VISIT INTO WEEK OF MARCH 18, WE DOUBT THAT THEY WILL REMAIN BEYOND MARCH 19. WE HAVE UNCLASSIFIED

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PAGE 02 STATE 043907

INFORMED MEMBERS THAT EMBASSY PARTICIPATION BEYOND MARCH 16

WOULD BE PRINCIPALLY IN ASSISTING PARTICIPANTS WITH INDIVIDUAL APPOINTMENTS AT WORKING LEVELS. THE BUSINESSMEN INFORM US THAT THEY INTEND TO REMAIN IN JAKARTA AS LONG AS MEANINGFUL AND NECESSARY TO ESTABLISH PARAMETERS FOR PROPOSAL WORK. THEY VIEW EMBASSY'S INITIAL BRIEFING, I.E., AFTERNOON MARCH 13 BY COMMERCIAL STAFF AND STANGEL, WILL LAY OUT THE BROAD AREAS OF OPPORTUNITY WHICH WILL FORM THE BASIS FOR DISCUSSION DURING SUBSEQUENT PROBING SESSIONS WITH INDONESIAN ENTITIES. THEY ANTICIPATE THESE PROBING SESSIONS WILL BEGIN WITH INDEPTH REVIEW OF SITUATION BY THE HOST ENTITIES.

3. MEPD'S ATKINS ADVISES THAT ALL FIRMS HAVE BEEN APPRISED OF TASK FORCE PURPOSE AND SCOPE AND THAT TEAM MEMBERS' OBJECTIVES ARE: (A) TO RECEIVE DETAILED BRIEFING ON FERTILIZER SITUATION IN INDONESIA; (B) TO IDENTIFY ALL PARAMETERS NECESSARY TO PREPARE PROPOSALS FOR USE DURING SUBSEQUENT NEGOTIATING SESSIONS; (C) TO OBTAIN ASSURANCES FROM INDONESIAN AUTHORITIES THAT SUCH PROPOSALS WOULD BE WELCOME; AND (D) TO INITIATE RELATIONSHIPS BETWEEN U.S. FIRMS AND APPROPRIATE INDONESIAN AUTHORITIES WHICH WILL ESTABLISH THE BASIS FOR FOLLOW-ON VENTURES.

WE HAVE HELD TWO EXTENSIVE BRIEFING SESSIONS WITH REPRESENTATIVES OF PARTICIPATING FIRMS AND ARE INFORMED THAT THE COMPANIES HAVE PASSED THIS INFORMATION ALONG WITH INSTRUCTIONS TO PARTICIPANTS.

4. WE HAVE GOTTEN A CLEARER PICTURE OF THE PARAMETERS OF POSSIBLE PROPOSALS AS A RESULT OF AN EXCELLENT AND MOST POSITIVE BRIEFING BY PAUL STANGEL ON MARCH 4. STANGEL'S RECENT (FEB 20) WRITTEN REPORT CONTAINS OUTSTANDING INFORMATION THAT WILL CONTRIBUTE SIGNIFICANTLY TO ACCOMPLISHMENT OF ABOVE OBJECTIVES. SUGGEST THIS BE DISTRIBUTED TO PARTICIPANTS ON ARRIVAL.

5. RE PARA 3 REFTEL, STANGEL ADVISES FILIPINO PROPOSAL IN DISCUSSION STAGES WITH PERTAMINA. SUGGEST PARTICULARS THIS PROJECT ALSO BE MADE AVAILABLE. UNDERSTAND THIS WILL MOST LIKELY BE SECOND PLANT AT KALIMANTAN AND ACCORDING UNCLASSIFIED

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PAGE 03 STATE 043907

TO TANCO/IBNU DISCUSSIONS MAY HAVE INTERESTING ARRANGEMENT FOR SWAPING PHOSACID FOR NITROGEN. ALSO, CFI AND OTHERS MAY BE EXTREMELY INTERESTED IN THE PROSPECTIVE W. JAVA PLANT AT CATIBARANG WHICH COULD SERVE AS DOMESTIC SOURCE FOR EXPANDED DISTRIBUTION THRU COOPERATIVES.

6. RE PARA 5 REFTEL ENGLESON AND MOSIER WILL ADVISE TEAM MEMBERS TO CONTACT EMBASSY ASAP AFTER ARRIVAL. ASSUME

FORMALIZED AGENDA WILL BE PREPARED PRIOR MARCH 11 FOR AFTERNOON  
MARCH 13 THRU MARCH 15/16. WE GATHER PARA 5 REFERS TO IN-  
DIVIDUAL PLANNING AND PROGRAM BEYOND THESE DATES.

7. DELETE MIKE BIANCO OF LOEB RHOADES.

8. DON THOMAS JAKARTA ARRIVAL SCHEDULED FOR 21:35 MARCH 10  
ON AIR CEYLON AIRLINES, FLIGHT NO. AE 18A.

9. MEPD CONCURS WITH EMBASSY RE TRANSPORTATION AND WILL  
REVIEW NEEDS AND MAKE APPROPRIATE ARRANGEMENTS MARCH 11  
AND 12. KISSINGER

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Review Authority:** shawdg  
**Review Comment:** n/a  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <15 JUL 2002 by elbezefj>; APPROVED <04 DEC 2002 by shawdg>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**TAGS:** BEXP, ID  
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**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005